

# CETOP Activity Report

## Economic Matters

Alessandro Carmona

14 June 2024

## 5. CETOP Activity Report

### 5.2 CETOP Economic matters - AGENDA

- Personal presentation
- Survey Calendar
- Fluid Power Markets 2023
- Economic and financial indicators 05.2024
- National associations actuals and forecast
- Expectations 2024

# Alessandro Carmona – about myself



- Danfoss Industrial Solutions Divisional President (current 1.000 EE, €270M)
- Business Development, growth, technology (Hydraulics, Electrical, electronics, Sfw, Mechanical)
- EMEA/AMER/APAC
- Talent and organization development

## Education:

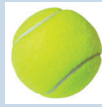
- Industrial Engineering (Politecnico di Milano)
- EMBA Bocconi 2019-2021

## Associations (no profit)

- Federtec, VP Competitività e Imprese, since 06.2023
- CISV Interchange local coordinator
- Parrocchia – Catechista (10 years)
- Support to wife's small size company (sustainable mobility)



## Personal



- High energy level
- Adaptable
- Learner
- Persistent
- Accountable

Chart 3



## Feedback from Economical Commission Meeting 13/6/24

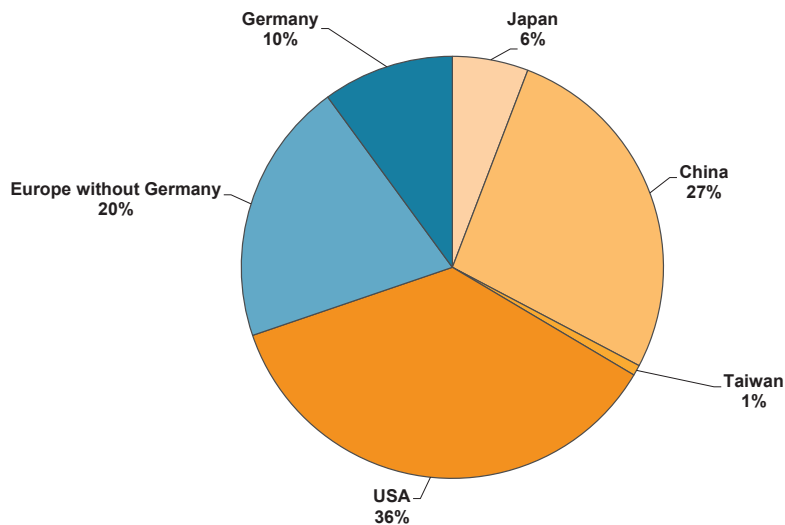
- Market outlook Cetop Conference (with VDMA speaker) will be scheduled E.October/B. November 2024, with Q3 results and forecast for 2025. 1h for presentation, VDMA speaker, open discussion.
- NL and PL committed to find a way to re-start sending quarterly data. Check with India.
- Discussed whether to report a PMI index by country. It is available on line. Evaluate to add a link to report.
- NL and UK have an agreement with Oxford Economics and NL is refreshing data on the portal for association's members. Assess if this could be extended for other countries and at which cost.

	Questionnaire	Return	Published
<b>Monthly Exchange on Tendencies</b>	First working day of month	End of 1° week	End of 2° Week

<b>Quarterly Trend Survey</b>			
<b>Quarter 1 / 2024</b>	28/03/2024	1 month later	1 month later
<b>Quarter 1 to 2 / 2024</b>	31/05/2024		
<b>Quarter 1 to 3 / 2024</b>	30/09/2024		
<b>Quarter 1 to 4 / 2024</b>	08/01/2025		
<b>Quarter 1 / 2025</b>	28/03/2025		
<b>Quarter 1 to 2 / 2025</b>	30/05/2025		

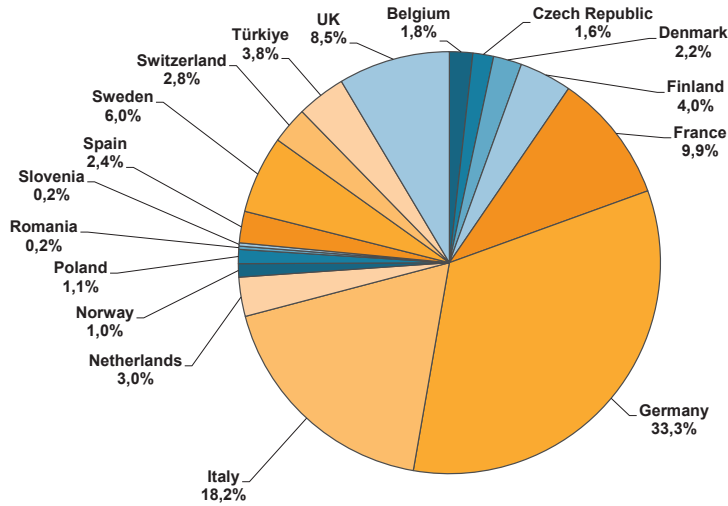
<b>Annual Product Statistics</b>	28/03/2024	1 month later	1 month later
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## ISC Statistics: National Home Sales - global Fluid Power 2023 (estimated): 53.7 Billion Euro - preliminary



## CETOP Statistics: National Home Sales - Europe

### Fluid Power 2023 (estimated): 16.2 Billion Euro - preliminary



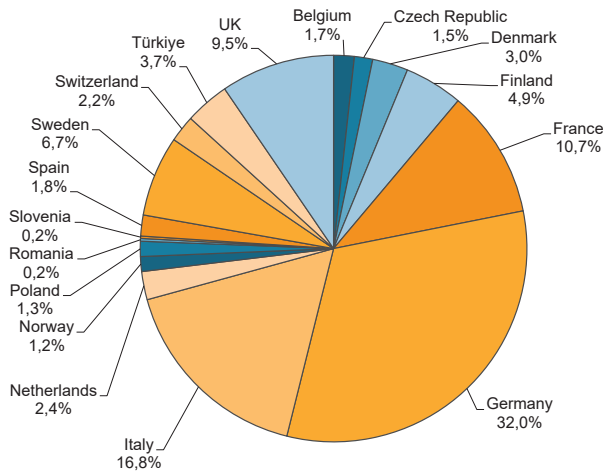
13 - 14 June 2024

Chart 7

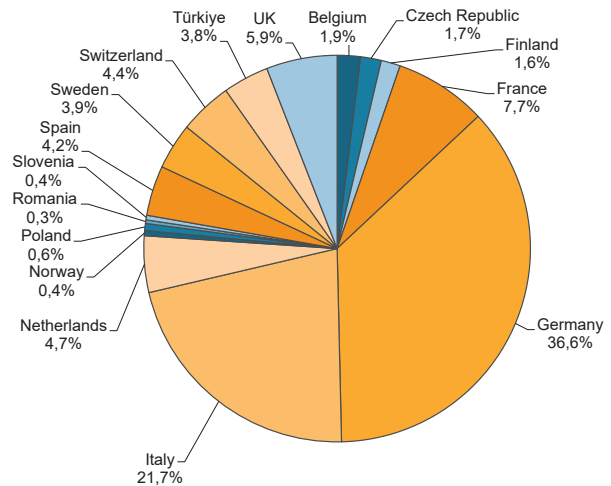
## CETOP Statistics: National Home Sales - Europe

### Hydraulics and Pneumatics by Countries 2023 (estimated) - preliminary

#### Hydraulics (estimated): 11.8 Billion Euro



#### Pneumatics (estimated): 4.4 Billion Euro

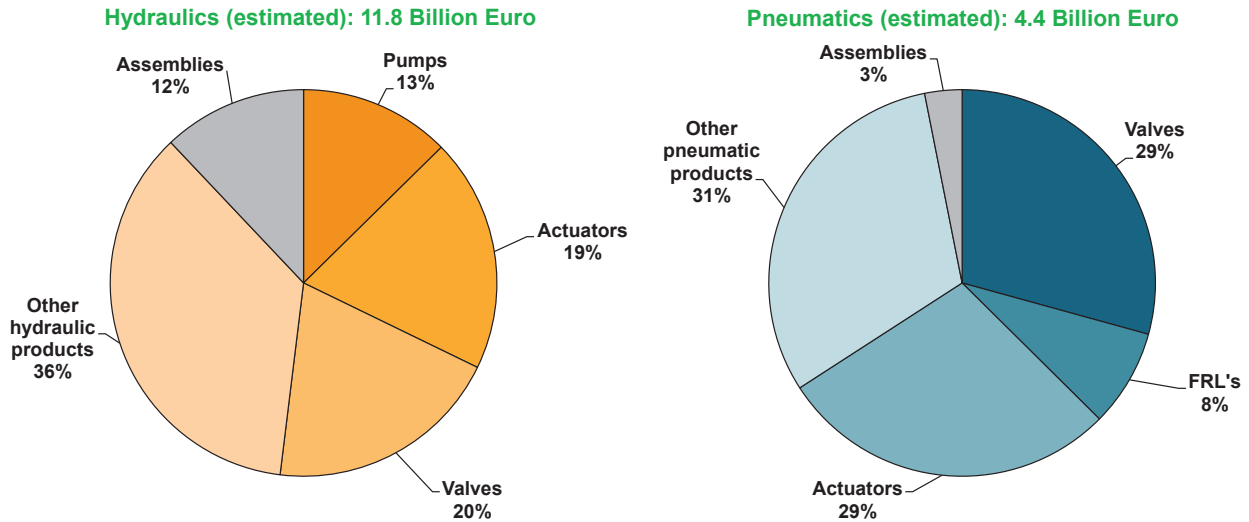


13 - 14 June 2024

Chart 8

## CETOP Statistics: National Home Sales - Europe

### Hydraulics and Pneumatics by Products 2023 (estimated) - preliminary



13 - 14 June 2024

Chart 9

## Economic & financial indicators 05.2024

	GDP Q1 <sup>1</sup>	GDP F24 <sup>2</sup>	Cons Price act <sup>1</sup>	Cons Price F24 <sup>2</sup>	Unempl. Rate % <sup>1</sup>	Interest Rate % <sup>3</sup>
<b>USA</b>	<b>2,9</b>	<b>2,2</b>	<b>3,4</b>	<b>3,0</b>	<b>3,9</b>	<b>4,3</b>
<b>China</b>	<b>5,3</b>	<b>4,7</b>	<b>0,3</b>	<b>1,0</b>	<b>5,0</b>	<b>2,1</b>
Taiwan	6,6	3,3	2,0	2,0	3,4	1,6
Japan	-0,2	1,3	2,5	2,3	2,6	1,0
Britain (UK)	0,2	0,4	2,3	2,6	4,3	4,2
<b>Euro Area</b>	<b>0,4</b>	<b>1,0</b>	<b>2,6</b>	<b>2,4</b>	<b>6,4</b>	<b>2,5</b>
Belgium	1,3	1,1	4,9	3,0	5,8	3,0
France	1,3	1,1	2,7	2,7	7,3	3,1
Germany	-0,2	0,2	2,8	2,1	3,2	2,5
Italy	0,7	1,0	0,8	1,5	6,9	3,8
Netherland	-0,7	0,4	2,7	2,8	3,7	2,8
Spain	2,4	2,4	3,8	2,9	11,7	3,5
Czech Rep.	-0,3	1,4	2,9	2,2	2,8	4,2
Poland	2,0	2,9	2,5	3,8	5,1	5,6
Sweden	0,3	0,3	3,9	2,0	9,2	2,3
Switzerland	0,6	1,0	1,4	1,4	2,3	0,8
Russia	5,4	2,7	7,8	7,1	2,6	14,6
Turkey	5,7	3,0	75,4	55,8	8,8	26,0

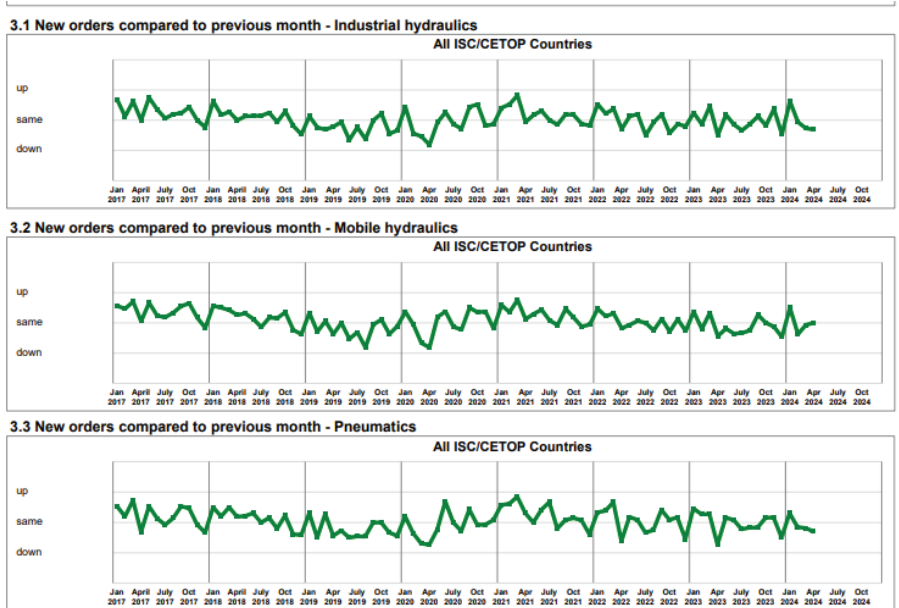
1. % change on year ago, latest  
2. estimate/forecast  
3. 10-yr gov't bonds, latest

SOURCE The Economist  
June 8th 2024

22 - 23 June 2023

Chart 10

## CETOP Monthly exchange on tendencies, development 01.2017-04.2024 New orders compared to prior month: IND Hyd, Mob Hyd, PNEUM

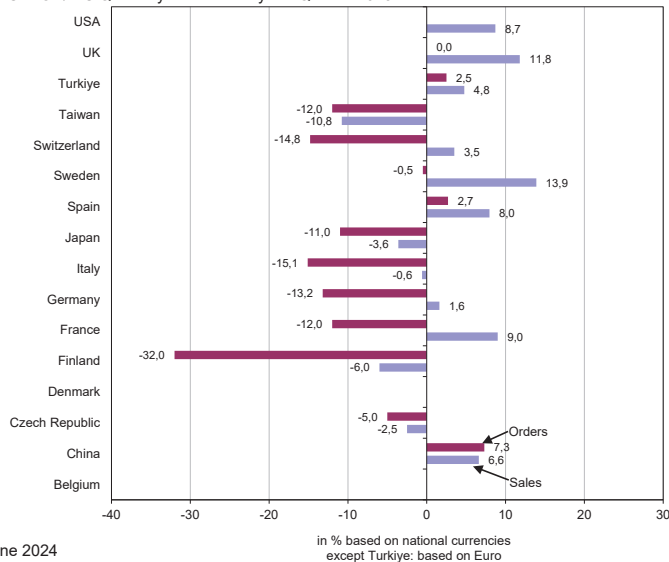


13 - 14 June 2024

Chart 11

## CETOP/ISC Statistics: Global Fluid Power Industry Hydraulics Development and Forecast 2024 by the national associations

**Hydraulics Orders and Sales Changes Jan-Dec 2023/Jan-Dec 2022**  
CETOP/ISC Quarterly Trend Survey 1-4 Quarter 2023



13 - 14 June 2024

**Hydraulics Orders and Sales Forecast 2024/2023**  
CETOP/ISC Quarterly Trend Survey 1-4 Quarter 2023

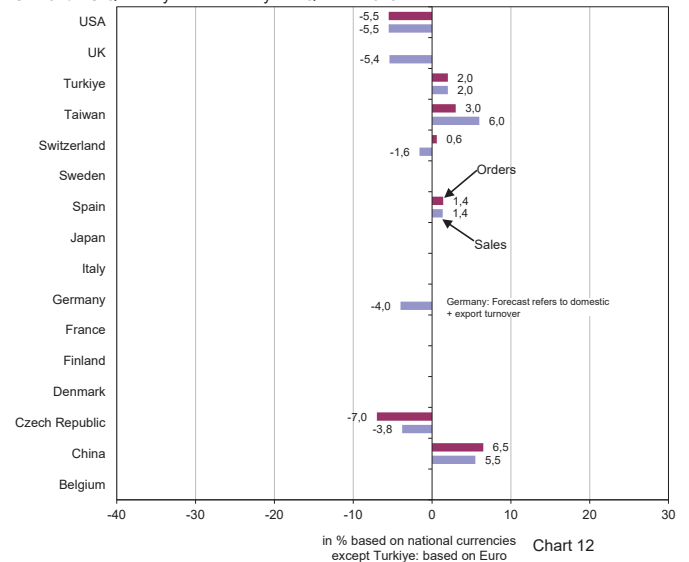
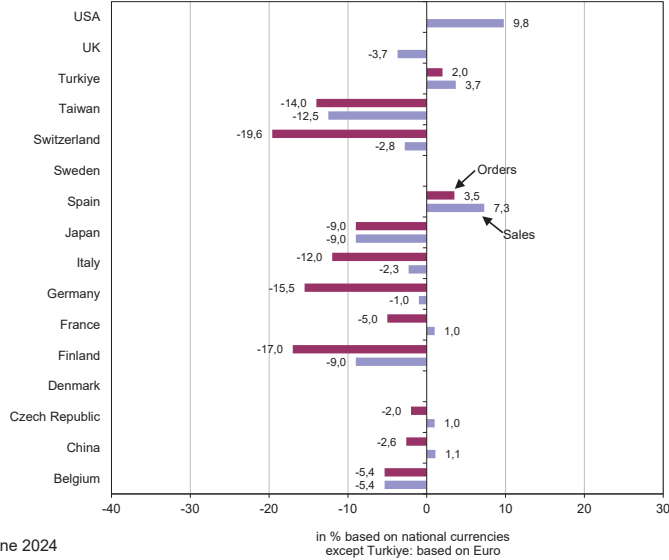


Chart 12

## CETOP/ISC Statistics: Global Fluid Power Industry Pneumatics Development and Forecast 2024 by the national associations

**Pneumatics Orders and Sales Changes Jan-Dec 2023/Jan-Dec 2022**  
CETOP/ISC Quarterly Trend Survey 1-4 Quarter 2023



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**Pneumatics Orders and Sales Forecast 2024/2023**  
CETOP/ISC Quarterly Trend Survey 1-4 Quarter 2023

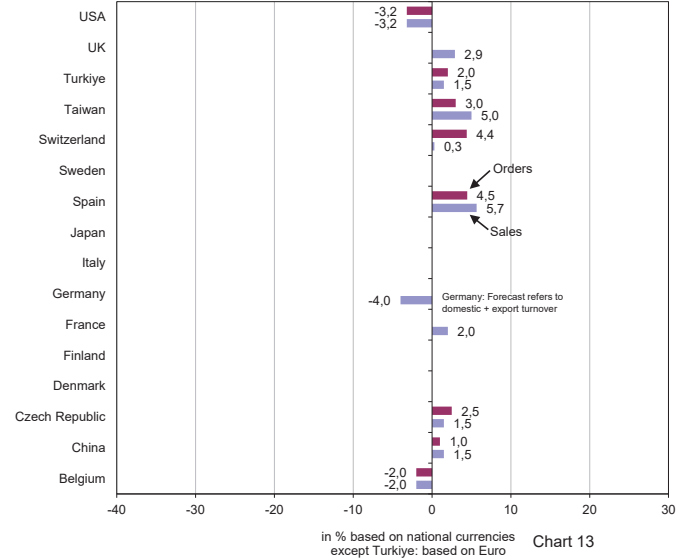


Chart 13

## CETOP / ISC leading indicators Fluid Power

Excerpt from CETOP/ISC Monthly exchange on tendencies, April 2024

**3. New orders (compared to previous month)**

COUNTRIES		B	CH	D	DK	E	F	FIN	I	NL	S	SLO	TR	UK	VRC
Industrial hydraulics	up														
	same														
	down														
Mobile hydraulics	up														
	same														
	down														
Pneumatics	up														
	same														
	down														

**5. Expected business situation (in the next 3 months)**

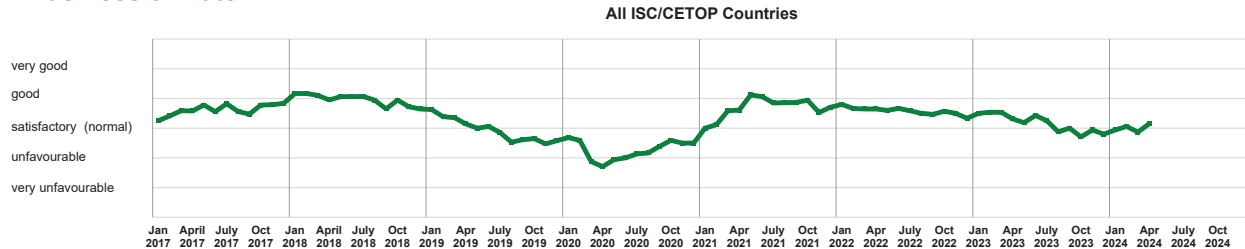
COUNTRIES		B	CH	D	DK	E	F	FIN	I	NL	S	SLO	TR	UK	VRC
more favourable															
unchanged															
less favourable															

13 - 14 June 2024

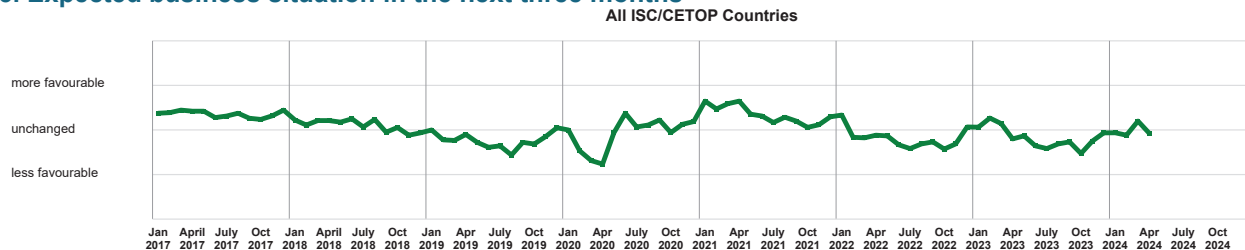
Chart 14

## CETOP / ISC Monthly Exchange on tendencies All ISC/CETOP Countries

### 1. Business climate



### 5. Expected business situation in the next three months



13 - 14 June 2024

Chart 15

## Expectation 2024 (as of June 2024)

**Global leading indicators continue to indicate a return toward growth**

Weakness in off- and on-highway markets as well as Industrial in 1H 2024, recovery expected during late 2024/early 2025

**A global recession is not expected.** Growth is beginning to regain momentum, but any pick-up will be gradual. The odds of a soft landing continue to improve.

**Inflation will ease gradually** but uncertainty in pace to reach target levels. Expect cautious approach to rate cuts by central banks this year.

Global industrial output is expected to grow 2.7% in 2024.

**US:** NFPA/ITR hydraulic shipments forecast for 2024 lifted to **-3.9%** from -10.9%. Government spending is benefiting construction machinery and renewable energy. Ag will have double digit decline. Increase in defense related sectors.

**EU:** CE equipment sales will decline ~10% (low order backlog and lack of new orders), recovery in early 2025. Business climate for Ag machinery has risen slightly. VDMA 2024 forecast for Hyd&Pn **-4%**.

**China:** Off-highway growth to remain subdued in 2024, weakness in the property sector prevails. Material handling and exports could provide some upside in 2024.

**APA:** General elections in India have dampened the outlook, uptake likely to follow now after the elections. CE record breaking +26% sales YoY thanks to gvnmt investment projects. Japan is flat to positive.



**Thank you for your attention!**

22 - 23 June 2023

Chart 17

**Nik Watson**

**Vice President Education & Training**

**12-13th June 2024**

12-13th June 2024

Chart 18

## What did we say we would aim to do...



12-13th June 2024

1. Update Pneumatics documentation 'P1'
2. Create EU 'working group' of delivery centres to share 'best working practices'
3. Visits to other delivery centres (EU) to view facilities
4. Research change of wording in documentation from ***Education and Training*** to ***Learning and Development***
5. Increase range of certificates within current deliverers
6. Increase Pneumatics P1 uptake

(low compared to Hydraulics:

H1= 266, P1= 84, H2= 4, P2= 41, IH2= 13, H3= 4, IH3= 2)

Chart 19

## What did we say we would aim to do...and actually do !



12-13th June 2024

1. Update Pneumatics documentation 'P1'
2. Create EU 'working group' of delivery centres to share 'best working practices'
3. Visits to other delivery centres (EU) to view facilities
4. Research change of wording in documentation from ***Education and Training*** to ***Learning and Development***
5. Increase range of certificates within current deliverers
6. Increase Pneumatics P1 uptake

Chart 20

Strategy for 2024/25

S. O. S.



Strategy for 2024/25

S

Standardisation

S

Support

S

Structure



What are we looking at doing...

**S** Standard certification 'questions'

**S** 'Support package' for member associations to assist CETOP certification delivery

**S** Update Pneumatics documentation 'P2'



The Voice of the European  
Fluid Power Industry

Standard certification 'questions'



- 11 countries :**
- Denmark
  - Finland
  - France
  - Italy
  - Netherlands
  - Norway
  - Poland
  - Sweden
  - Switzerland
  - UK
  - Turkey







# Standard certification 'questions'

## Are these all of an equal value???

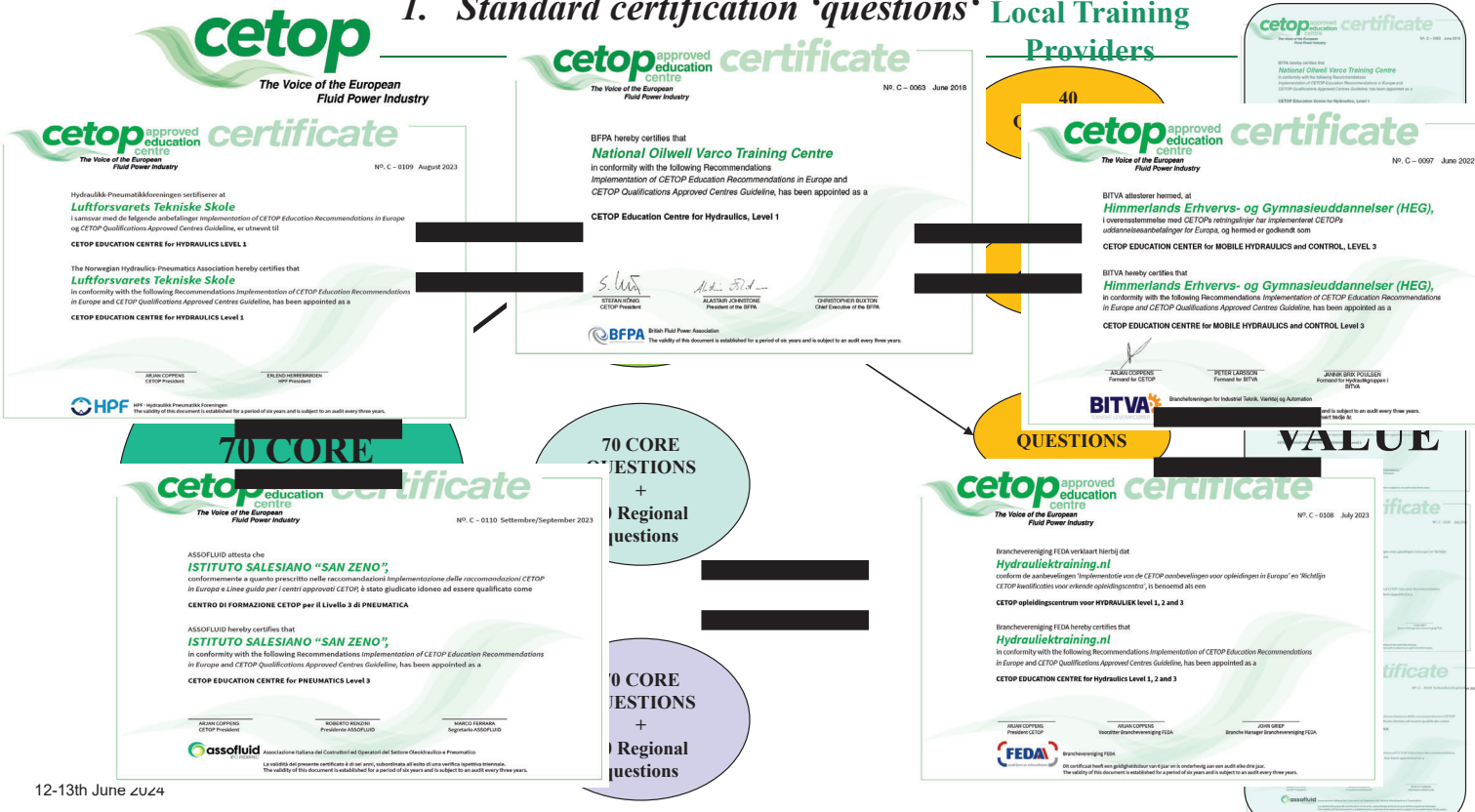
# Is a CETOP certificate delivered in Sweden the SAME VALUE as one delivered in Turkey, Italy, UK, Finland, France, Netherlands, Norway, Poland, Switzerland, Denmark

## ????????

12-13th June 2024

# 1. Standard certification 'questions'

## Local Training Providers



12-13th June 2024



**Standard Value for  
ALL CETOP member states  
means a  
TRULY  
European qualification**

**What are we looking at doing...**

**S**

*Standard certification 'questions'*

**S**

*'Support package' for member associations to assist CETOP certification delivery*

**S**

*Update Pneumatics documentation 'P2'*

### What are we looking at doing...

TAITOTALO Education search For the student For the company | Student union | In English | Q

front page / Trainings / Hydraulics and pneumatics training

#### Hydraulics and pneumatics training



→ Education search

Industry trainings

→ Hydraulic training

→ Machine hydraulic training

→ Pneumatic training

Finland  
Taitotalo

12-13th June 2024

## UK National Fluid Power Centre

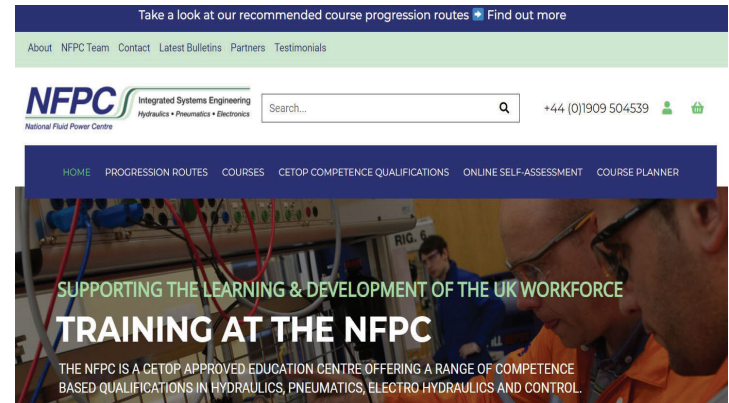


Chart 29

### What are we looking at doing...

**S** *Standard certification 'questions'*

**S** *'Support package' for member associations to assist CETOP certification delivery*

**S** *Update Pneumatics documentation 'P2'*

12-13th June 2024

Chart 30

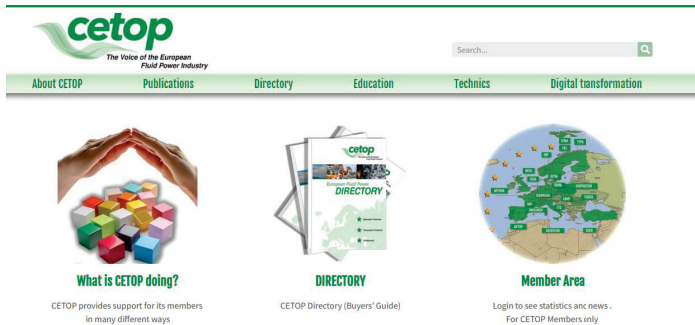
# Thank you for your attention!

12-13th June 2024

Chart 31

## 5.4 CETOP Marketing and Communication matters

The CETOP website has been completely redesigned



The screenshot shows the new website layout with a navigation bar containing: About CETOP, Publications, Directory, Education, Technics, and Digital transformation. Below the navigation are three main content blocks: 'What is CETOP doing?' with an image of hands holding blocks, 'DIRECTORY' with an image of a directory book, and 'Member Area' with a globe image. A search bar is located at the top right of the page.

### Home page statistics: Number of page views

Summary Statistics		Visitors	Visits
Today	24		32
Yesterday	11		17
Last 7 Days	188		314
Last 30 Days	788		1,319
Last 12 Month	10,152		17,019
<b>Total</b>	<b>10,152</b>		<b>17,019</b>

INFORMATEC

### cetop - News

**CETOP General Assembly 2024**  
6. May 2024



This year's CETOP General Assembly will take place on 12/14 June 2024 in Helsinki, Finland, hosted by the Finnish CETOP member **FFPA**.

**FFPA**

[read more ...](#)

### Exhibitions and Conferences

0 results

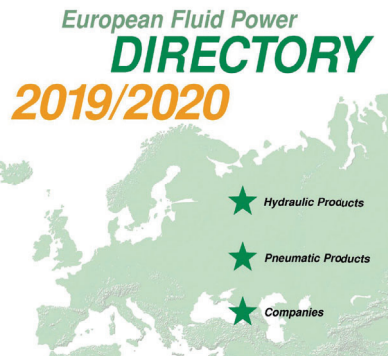
14 June 2024

Chart 32



## 5.4 CETOP Marketing and Communication matters

### New edition of the CETOP DIRECTORY 2025/2026



- The last printed edition was the CETOP DIRECTORY 2015/2016
- It was printed and distributed in 3,000 copies.
- The CETOP Directory 2019/2020 was available as an online edition (flip book) and as a PDF file for download.
- A new edition is planned for 2025
- In addition to the online edition, a printed CETOP directory will be produced. This will also be available as a PDF file.
- It is based on the CETOP DIRECTORY database on the home page.

14 June 2024

Chart 33

## 5.4 CETOP Marketing and Communication matters

### CETOP DIRECTORY – new list of Universities



related institutions

You can download the [Directory 2023 PDF in NL Res \(63 MB\)](#) or download the [Directory 2023 PDF Low Res \(17 MB\)](#)

SEARCH:

Universiteiten, Technische insteuten, Fachhochschulen, etc.  
 Overheidsinstellingen  
 Meesteropleidingen  
 Fachhochschulen  
 Adressen

Show:  entries

Company Name	Country
Amsterdam University of Applied Sciences - <a href="#">Details</a>	The Netherlands
Avans University of Applied Sciences - <a href="#">Details</a>	The Netherlands
Avans University of Applied Sciences - <a href="#">Details</a>	The Netherlands
DeBijl University - <a href="#">Details</a>	The Netherlands
Fontys University of Applied Sciences - <a href="#">Details</a>	The Netherlands
Fontys University of Applied Sciences - <a href="#">Details</a>	The Netherlands
HAN University of Applied Sciences - <a href="#">Details</a>	The Netherlands
Hanze University of Applied Sciences - <a href="#">Details</a>	The Netherlands
HU University of Applied Sciences Utrecht - <a href="#">Details</a>	The Netherlands
Inholland University of Applied Sciences - <a href="#">Details</a>	The Netherlands

Showing 1 to 10 of 15 entries (filtered from 256 total entries)

- A new addition to the online CETOP Directory database is a list of universities active in the field of fluid power for each CETOP member country
- This list will also be part of the print version of the CETOP DIRECTORY

14 June 2024

Chart 34

# CETOP Technical commission activities

## Main activity of the Technical Commission

**Monitoring European directives and regulations that may have an impact on the fluid power sector**

**Then, if necessary :**

- Draw up CETOP positions
- Defend these positions at European level and ensure that CETOP member associations relay the positions to their EU representatives.

## Actions

- ✓ **PFAS** : Information, answer to the EU public consultation
- ✓ **Machine regulation** : Application guide in process: Focus on sustancial modification and Quasi-machine
- ✓ No new CETOP position in 2023

# Technical commission : 2023-2024

## Monitoring EU Directives and Regulations

- ✓ Reach : PFAS, lead, ...
- ✓ ROHS
- ✓ Machine Regulation
- ✓ Eco design Directive (ESPR)
- ✓ Pressure Directive
- ✓ Green Deal :
  - Sustainable Products Initiative with: Digital Product Passeport...
  - Waste legislation
  - Fit for 55 : carbone market and Carbon border adjustment mechanism (CBAM) Carbon footprint ...

## CETOP

### Position papers

- ✓ PP01 : Safety machinery
- ✓ PP04 : Pressure directive
- ✓ PP07 : Machine directive to be revised in 2024

## CETOP Technical Commission yesterday

- ✓ PFAS EU Project
- ✓ Fluid power 4.0 project
- ✓ Proposal for a CETOP position paper regarding the importance of Fluid Power for a sustainable transformation of the industry

## CETOP General Secretariat Staff



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